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Merchandising

FOR OVER 56,200 RETAILERS & WHOLESALERS

January 1985
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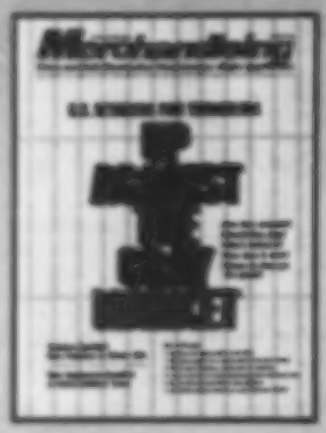

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Merchandising's TOP 50 FIFTY

Top 30 in videocassette rentals

TITLE	Last month's position	Months on chart
1. The Empire Strikes Back (CBS/Fox)	—	1
2. Purple Rain (Warner)	—	1
3. Romancing the Stone (CBS/Fox) GP	1	4
4. Splash (Touchstone)	3	4
5. Moscow On The Hudson (RCA/Columbia)	5	2
6. Conan the Destroyer (MCA)	18	2
7. Greystoke—The Legend of Tarzan (Warner) GP	2	3
8. Firestarter (MCA) G	4	3
9. Never Cry Wolf (Walt Disney)	7	2
10. The Natural (RCA/Columbia)	—	1
11. Against All Odds (RCA/Columbia)	8	3
12. The Last Starfighter (MCA)	—	1
13. Sixteen Candles (MCA)	6	3
14. The Philadelphia Experiment (Thorn EMI)	14	2
15. The Bounty (Vestron)	9	2
16. Bolero (IVE)	—	1
17. Footloose (Paramount)	11	4
18. Yentl (CBS/Fox) GP	10	3
19. Friday the 13th: The Final Chapter (Paramount)	15	2
20. The Big Chill (RCA/Columbia) GP	12	5
21. Cannonball Run II (Warner)	24	2
22. The Right Stuff (Warner) GP	19	6
23. Raiders of the Lost Ark (Paramount) GPI	—	12
24. Iceman (MCA) G	13	4
25. Blame It On Rio (Vestron) GP	18	6
26. Scarface (MCA)	—	6
27. Ice Pirates (MGM/UA) G	20	3
28. Beat Street (Vestron)	29	2
29. Tank (MCA) GP	30	6
30. Breakin' (MGM/UA)	17	2

Top 10 in videocassette sales

1.	The Empire Strikes Back (CBS/Fox)	—	1
2.	Purple Rain (Warner)	—	1
3.	Raiders of the Lost Ark (Paramount) GPI	2	14
4.	Jane Fonda's Workout (Karl Video) GPI	1	30
5.	Star Wars (CBS/Fox)	—	8
6.	Jane Fonda Prime Time (Karl Video)	—	1
7.	Romancing the Stone (CBS/Fox) GP	5	4
8.	Olympic Highlights (Continental) G	—	1
9.	Star Trek II—The Wrath of Khan (Paramount)	—	10
10.	Splash (Touchstone)	—	2

Top 5 in laserdisc sales

1.	The Empire Strikes Back (CBS/Fox)	—	1
2.	Star Wars (CBS/Fox)	—	8
3.	Romancing the Stone (CBS/Fox) GP	1	4
4.	Splash (Touchstone)	—	4
5.	Greystoke—The Legend of Tarzan (Warner) GP	4	2

Top 5 in alternative programs

1.	Jane Fonda's Workout (Karl Video) GPI	1	3
2.	Jane Fonda Prime Time (Karl Video)	—	1
3.	Rolling Stones Video Rewind (Vestron)	—	1
4.	Strong Kids, Safe Kids (Paramount)	—	1
5.	Raquel: Total Beauty and Fitness (Thorn EMI)	—	1

G—Title has gone gold—has sold 50,000 on disc and/or cassette and has sales of at least $2 million. (RIAA/Video)
P—Title has gone platinum—has sold 100,000 on disc and/or cassette and has sales of at least $4 million. (RIAA/Video)
I—Golden Videocassettes award—has audited return of sales or rentals of $1 million unless company has a return policy. Then, the allowance must be deducted from the gross revenue. (ITA)

VIDEO/NEW RELEASES

A&M VIDEO

BRYAN ADAMS RECKLESS A 30-minute mini-movie with dialogue, performance footage and rock video sequences, this film, made exclusively for home video, was released at the same time as the album of songs from which it gets its name. *Color 30 minutes VHS hifi Beta hifi C: $19.95.*

KEY VIDEO

FINDERS KEEPERS (1984) Lou Gossett Jr. stars in this off-beat comedy about a con man determined to collect $5 million stashed in a coffin and the FBI agents determined to collect the con man. Michael O'Keefe, Beverly D'Angelo, David Wayne and Pamela Stephenson co-star. Richard Lester (A Hard Day's Night) directed. *Color R 96 minutes C: $59.98.*

MCA

CLOAK AND DAGGER (1984) Henry Thomas of ET has an overactive imagination, so when he stumbles onto a real spy ring, his father (Dabney Coleman) thinks he's crying wolf. Luckily, his imaginary hero Jack Flack (also Coleman) is on hand to help foil the bad guys and make the world safe for democracy. *Color PG 101 minutes VHS hifi Beta hifi closed captioned C:$79.95.*

THE TROUBLE WITH HARRY (1955) One of Alfred Hitchcock's most unusual movies, this black comedy concerns itself with a dead body named Harry and all the people who might have killed him. Among these are Edmund Gwenn, Mildred Natwick, John Forsythe and Shirley MacLaine (in her movie debut). There is no hint of remorse among the suspects, nor respect for Harry's body, which pops up in various locales throughout the film. *Color PG 90 minutes VHS Dolby mono Beta hifi mono C: $59.95.*

MGM/UA

ELECTRIC DREAMS (1984) Science fiction and music video collide in this recent film, concerning itself with the story of a young man (Lenny Von Dohlen) and his computer (voice by Bud Cort), both in love with the same woman (Virginia Madsen). The music comes from such people as Jeff Lynne (of Electric Light Orchestra fame) and Boy George. The film was directed by Steve Barron, who previously did Michael Jackson's Billie Jean video. *Color PG 96 minutes VHS hifi Beta hifi C: $79.95.*

THE NEW ZOO REVUE VOL. I Three episodes of the children's show deal with such subjects as drugs, exercise and losing weight. Characters include Charlie the Owl, Freddie the Frog, Henrietta the Hippopotamus (who does some of the exercises) and two humans named Doug and Emmy Jo. Combining education and entertainment, the program also touches on friendship and honesty. *Color 60 minutes C: $29.95.*

PRISM

SAKHAROV (1984) Jason Robards and Glenda Jackson star as the Soviet physicist and his wife who conflicted with Communist Party officials. Sakharov was exiled for a period, and last year was said to be on a hunger strike to protest the refusal of the Party to allow his wife, Elena Bonner, to seek medical treatment outside the U.S.S.R. *Color C: $69.95.*

THORN EMI

ALL OF ME (1984) Steve Martin is Roger Cobb, a lawyer/jazz musician whose body is rather rudely intruded upon by Edwina Cutwater (Lily Tomlin), a rich woman whose only flaw seems to be that she's dead. Edwina's soul is supposed to be transferred into a beautiful woman, but it falls out the window and ends up in Roger instead. *Color PG 93 minutes C: $79.95.*

THE FAR PAVILLIONS (1983) A cut-down-to-theatrical-size version of the mini-series that aired on Home Box Office last year, this Indian epic concerns itself with an English officer (Ben Cross) and a princess (Amy Irving in the 19th Century. *Color 108 minutes C: $59.95.*

TWE

RETURN OF THE MAN FROM U.N.C.L.E. (1983) It's been 15 years, but when THRUSH steals a nuclear bomb and threatens to blow it up, Napoleon Solo (Robert Vaughn) and Illya Kuryakin (David McCallum) give up their cushy new businesses and come back to save the world one more time. Patrick MacNee has taken over for the late Leo G. Carroll as the head of the United Network Command for Law Enforcement, but the mixture of spy action and self-parody are intact from the Sixties TV series. Anthony Zerbe and Keenan Wynn co-star. *Color 96 minutes C: $69.96.*

Correction

In last month's New Releases, it was incorrectly stated that the Robert Redford film The Natural, released by RCA/Columbia, was based on a story by Isaac Bashevis Singer. The actual author was Bernard Malamud.

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A GRALLA PUBLICATION

FEBRUARY 1985

Merchandising

Home and Auto Electronics • Housewares • Major Appliances

THE NATIONAL MAGAZINE FOR HARDGOODS RETAILERS, WHOLESALERS AND DISTRIBUTORS

CHAIN REACTION

Vendors and other retailers learn to cope as today's market-hungry chains alter the face of retailing consumer electronics and major appliances

Also in this issue:

- Are utility companies competing unfairly in selling major appliances?
- Housewares co-op dollars: A user's manual and points to ponder
- The new buzzword in computer software is interactive fiction
- Japanese vendors start adding color to American microwave ovens
- Cordless phone manufacturers shake out the old goods, bring in the new
- Videotape prices stabilize, but spot shortages are predicted

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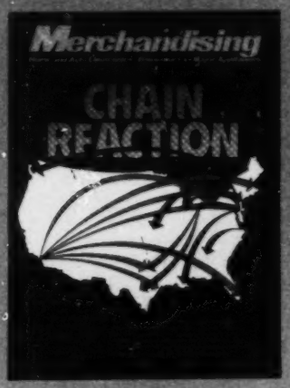

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Top 30 in videocassette rentals

Top 10 in videocassette sales

Top 5 in laserdisc sales

Top 5 in alternative programs

NEW RELEASES

CBS/FOX

MUPPETS TAKE MANHATTAN (1984) And Broadway, by storm. With a possible marriage to Miss Piggy hanging in the balance, Kermit the Frog takes his college hit Manhattan Melodies to town in hopes of becoming a Broadway success. Along the way, he and the Muppet gang run into such types as Joan Rivers, Elliot Gould, Gregory Hines and Dabney Coleman. *Color G 94 minutes closed captioned C: $79.98.*

REVENGE OF THE NERDS (1984) This surprise summer hit deals with a couple of, well, nerds (Robert Carradine and Anthony Edwards) who are snubbed by the fraternity crowd and, well, take revenge. The Animal House flavor is heightened by the presence of clean-cut student villains and lots of lovely co-eds who earned the film its R rating. *Color R 89 minutes closed captioned C:$79.98.*

L/A HOUSE

HOW TO REPAIR YOUR OWN VIDEOCASSETTE Janet and Judy Robinson, a singing duo, show how to fix busted tapes with simple tools and instructions in what is billed as the first in a series of how-to tapes to star the sisters. Among the topics covered are how to splice tapes that can't be opened, repairing tape reversal, editing material, cleaning a tape and case, finding the source of problems and identifying incurable defects. *Color 40 minutes C: $39.95.*

MCA

THE WILD LIFE (1984) After achieving great financial success, the producer and writer of Fast Times at Ridgemont High teams up with the brother of one of its stars (Christopher Penn) to create this tale of a recent high school graduate (played by Eric Stoltz) making his way in the world of swinging adults. He moves into an apartment with a worldly friend (Penn) and experiences women, drugs and rock n' roll. Written by Cameron Crowe, directed by Art Linson and produced by both. *Color R96 minutes Beta hifi stereo VHS hifi stereo closed captioned C: $79.95.*

PACIFIC ARTS

TAKING MY TURN This showcase for a number of talented actors and singers in their prime is a story about aging that manages to be touching without being depressing. The Off-Broadway hit was filmed specifically for video, and was produced by Sonny Fox and directed by Terry Hughes. Starring Margaret Whiting and Cissy Houston. *Color 87 minutes Beta hifi stereo VHS hifi stereo C:$39.95.*

PARAMOUNT

STAR TREK III-THE SEARCH FOR SPOCK (1984) This third entry in the theatrical series picks up right where the second left off, with the crew of the U.S.S. Enterprise mourning its beloved Vulcan. Soon though, there are signs that Spock is alive after all, on a planet about to explode. And a murderous band of Klingons is on its way to investigate. The entire TV cast showed up, with William Shatner, DeForest Kelley, James Doohan and George Takei among them. Leonard Nimoy (Spock) directed. *Color PG 105 minutes Beta hifi stereo VHS hifi stereo closed captioned C:$29.95.*

RCA/COLUMBIA

THE EVIL THAT MEN DO (1984) Charles Bronson is back, aggressive as always. In this film, he's a professional hit man called upon to break up a Central American government's political torture ring. With Jose Ferrer and Theresa Saldana, directed by J. Lee Thompson. *Color R 90 minutes Beta hifi VHS hifi closed captioned C:$79.95.*

VESTRON

THE WOMAN IN RED (1984) Gene Wilder wrote, directed and stars in this romantic comedy about a man obsessed with the sight of a lovely model and his efforts to do something about it without getting his wife (Judith Ivey) suspicious. Kelly Le Brock plays the title role, and Joseph Bologna and Charles Grodin also co-star. *Color PG-13 87 minutes Beta hifi C: $19.95.*

WALT DISNEY

LOVE LEADS THE WAY (1985) This made-for-home-video film tells the story of Morris Frank, who founded the Seeing Eye dog movement in the 1930's. Timothy Bottoms plays Frank, who is blinded in an accident and travels to Switzerland to work with Dorothy Eustins (Eva Marie Saint) on Seeing Eye dog experiments. Patricia Neal, Ernest Borgnine, Arthur Hill, Glynnis O'Connor, Susan Dey and Ralph Bellamy co-star. The film was directed by Delbert Mann. *Color 99 minutes C:$69.95.*